

# GOPAL SNACKS LIMITED

(Formerly known as Gopal Snacks Private Limited)

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**Ref: GSL/CS/Q3/2024-25**

**Date: 14.10.2024**

**BSE Limited**

Department of Corporate Services,  
Pheroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001

**National Stock Exchange Limited**

Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block,  
Bandra-Kurla Complex,  
Mumbai – 400051

**Script code: 544140**

**Symbol: GOPAL**

**Sub: Press release on financial results for the quarter and half year ended  
30<sup>th</sup> September 2024**

Dear Sir / Madam,

Pursuant to the requirements of the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended from time to time, please find enclosed herewith a copy of the Press Release issued by the Company in relation to the Unaudited Standalone Financial Results of the Company for the quarter and half year ended on 30<sup>th</sup> September 2024, the content of which is self-explanatory.

The enclosed Press release will be made available on Company's website and the same can be accessed at [www.gopalnamkeen.com](http://www.gopalnamkeen.com)

Please acknowledge and take on your record. Thanking You.

Yours Faithfully,  
**For, GOPAL SNACKS LIMITED**

**CS Mayur Gangani**  
**Company Secretary and Compliance officer**  
**Membership No. FCS 9980**

**Encls: as above**

**Unit 2** : GS:Survey No. 435/1A, 432, Pawaddauna Road, NH-6, Village-Mouda, Nagpur - 441104, (Maharashtra), India.  
**Unit 3** : G5:Survey. No. 267, 271, 272, 274, Village: Rahiyol - 383310, Taluka - Dhansura, District - Aravalli, (Gujarat), India.



**Q2 FY2025 Revenue from Operations of ₹402.6 Crores; an increase of 12.6% Y-o-Y**

**The distribution network expanded to 828 distributors, increased by 211 distributors, witnessed 34.2% Y-o-Y growth**

**The Focus Market achieved a remarkable Y-o-Y growth of 29.3%**

**Rajkot, 14<sup>th</sup> October 2024:** Gopal Snacks Limited, ("Gopal Snacks Ltd" or the "Company") (BSE: 544140; NSE: GOPAL) a leading FMCG company in India known for its high-quality snack products, has announced its unaudited Financial Results for the quarter and half year ended 30<sup>th</sup> September 2024.

### Q2 and H1 FY2025 Financial Performance:

Rs. in Cr	Q2 FY25	Q2 FY24	Y-o-Y (%)	Q1 FY25	Q-o-Q (%)	H1 FY25	H1 FY24	Y-o-Y (%)
Revenue from Operations	402.6	357.7	12.6%	354.3	13.6%	757.0	676.2	11.9%
Gross Profit	116.6	102.7	13.5%	102.8	13.4%	219.4	202.7	8.2%
Gross Margin%	29.0%	28.7%		29.0%		29.0%	30.0%	
EBITDA	46.8	45.5	2.7%	40.9	14.4%	87.7	94.3	(7.0)%
EBITDA Margin%	11.6%	12.7%		11.5%		11.6%	13.9%	
PBT	38.8	36.2	7.2%	33.0	17.7%	71.8	75.0	(4.2)%
PBT Margin%	9.6%	10.1%		9.3%		9.5%	11.1%	
PAT	28.9	27.2	6.2%	24.3	18.9%	53.2	55.6	(4.3)%
PAT Margin%	7.2%	7.6%		6.9%		7.0%	8.2%	

### Q2 FY2025 Result Snapshot

<b>Wafers Segment</b> <b>Volume</b> <b>▲ 39.6% YoY</b>	<b>Gathiya Segment</b> <b>Volume</b> <b>▲ 15.7% YoY</b>	<b>Focus Market</b> <b>Volume</b> <b>▲ 28.4% YoY</b>	<b>Other States</b> <b>Volume</b> <b>▲ 93.4% YoY</b>
<b>Revenue</b> <b>▲ 46.8% YoY</b>	<b>Revenue</b> <b>▲ 13.4% YoY</b>	<b>Revenue</b> <b>▲ 29.3% YoY</b>	<b>Revenue</b> <b>▲ 77.0% YoY</b>

- **Focus Market** includes Madhya Pradesh, Maharashtra, Rajasthan and Uttar Pradesh; **Other States** includes Delhi, Chhattisgarh, Daman & Diu, Goa, Jharkhand, Karnataka, Odisha, Telangana, Uttarakhand and West Bengal
- Volume (In Packets)

## Q2 FY25 Operational Highlights:

- Added over 161 new distributors in the past six months, marking a significant milestone in our strategic expansion
- The Ghathiya and Wafers segments showcased a YoY growth of 13.4% and 46.8%, respectively
- The Focus Market achieved a remarkable YoY growth of 29.3%

## Commenting on the performance Mr. Bipinbhai Hadvani, Chairman and MD said:



*"During Q2FY25, your Company continued its growth momentum, achieving a 12.6% increase in topline, reaching ₹402.6 crore. This growth has been driven by our strengthened market position, which focuses on expansion of distribution network, innovative product mix, and increasing brand visibility.*

*Our strategy remains centered on reinforcing our presence in Gujarat while actively expanding our market share in key regions, including Maharashtra, Uttar Pradesh, Rajasthan, and Madhya Pradesh.*

*We are proud to have added over 161 new distributors in the past six months, marking a significant milestone in our strategic expansion.*

*In the Wafer segment, we aim to establish a dominant market presence through product innovation, along with trade campaigns and channel engagement programs. By launching new, customized products and flavors, we seek to increase our market share and profitability, capitalizing on the high-margin potential of this category.*

*This quarter, we launched a marketing campaign for Cristos brand, reaffirming our commitment to expanding our product offerings and deepening our market penetration. Looking ahead, we plan to introduce further branding and marketing initiatives in the coming quarters to continue our growth trajectory.*

*We are also pleased to announce our first interim dividend of Rs. 1.00 per share for FY24-25, reflecting our strong financial performance and dedication to delivering value to our shareholders. This demonstrates our ongoing commitment to rewarding investor confidence while maintaining a focus on sustainable growth and profitability.*

*With a clear vision for the future, we are well-positioned for continued growth. Our goal is to expand our market reach and strengthen our standing as a leading company in the global food industry. We remain focused on enhancing product management, meeting diverse customer needs, and boosting brand visibility. As we establish a stronger market presence, we are prepared to navigate challenges, seize opportunities, and continue delivering enhanced value to our stakeholders."*



We Strive to Capture the Indian Taste Globally



**Largest** manufacturer of gathiya in India <sup>1</sup>



**Largest** manufacturer of snack pellets in India <sup>2</sup>



**2nd Largest** manufacturer of organized ethnic namkeen in Gujarat

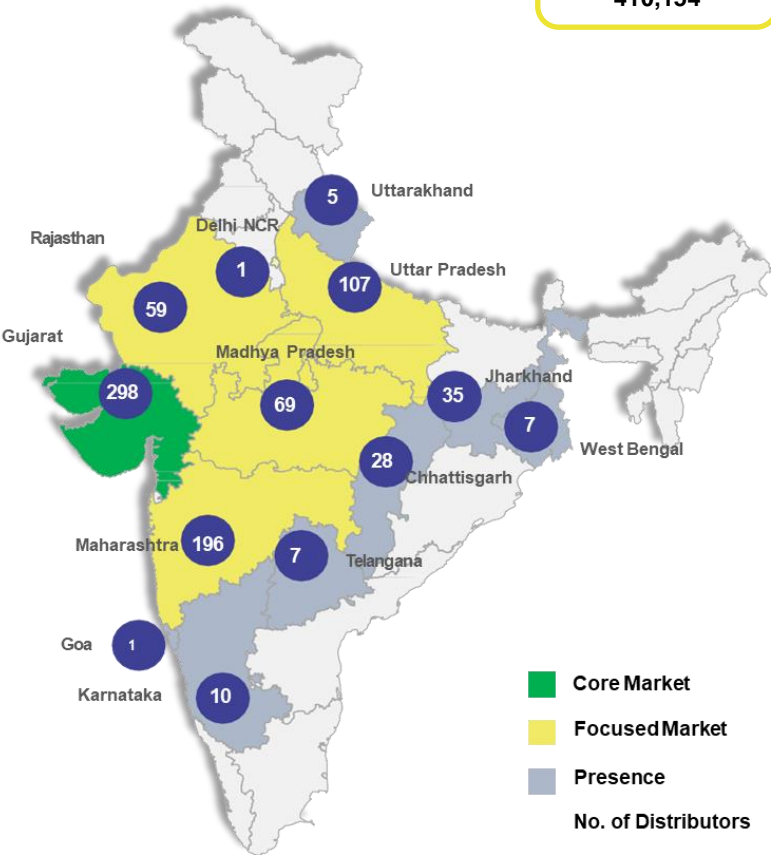
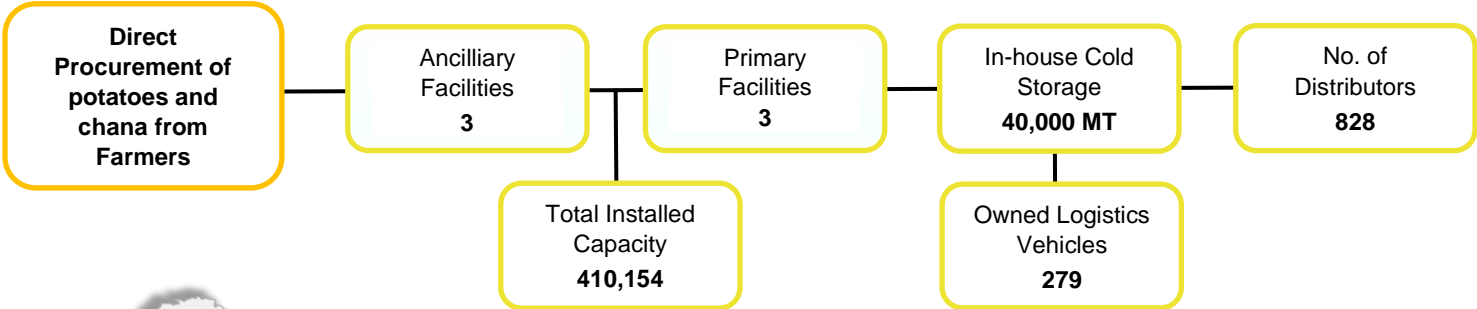


**4th Largest** brand in the organized ethnic savouries market (incl. gathiya) in India

1) In terms of production and sales volume; 2) In terms of production volume; Source – F&S Report (November 9, 2023)



Product Types	Gathiya	Namkeen	Snack Pellets	Wafers	Extruded Snacks	Papad	Besan	Spices	Other Products*
# Products	8	34	12	9	6	5	1	6	14



H1 FY25  
Revenue  
**757.0 Cr.**

H1 FY25  
EBITDA  
**87.7 Cr.**

H1 FY25  
PAT  
**53.2 Cr.**



### About Gopal Snacks Limited:

Gopal Snacks Limited (GOPAL) (BSE: 544140 | NSE: GOPAL) founded in 1999 is a leading FMCG company in India known for its high-quality snack products. Company is largest manufacturer of Gathiya & Snack Pellets in India & largest manufacturer of Ethnic Namkeen in Gujarat. The company has total six manufacturing facilities which includes three ancillary units in country. The Company offers a diverse product range comprising 95 distinct products and 346 SKUs.

### For further information, please contact:



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